

SBA SPOTLIGHT

October, 2009

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Helping small businesses
start, grow and succeed.



Your Small Business Resource

SBA's NEW REGIONAL ADMINISTRATOR, JEANNE HULIT

The U.S. Small Business Administration's Vermont District Office welcomes Jeanne Hulit, SBA's new regional administrator for Region I. Hulit was appointed on August 10, 2009, to oversee the SBA's programs and services in New England.

"Both the SBA and small businesses of New England will benefit greatly from Jeanne's lending and community development background," said SBA Administrator Karen Mills in welcoming Hulit. "With her experience in both the public and private sectors, as well as her commitment to serving her community, Jeanne will be a tremendous asset and advocate for small businesses and entrepreneurs across the region, especially at this critical time when so many are facing tough challenges as a result of the recession. She has been a great resource for the businesses in my home state of Maine, and I know she will do the same for all of New England."

"I am deeply honored and

excited about working with Administrator Karen Mills and the Obama Administration to help small businesses in New England weather these difficult times," said Hulit. "I look forward to deploying my experience in the financial services industry and economic development to help the U.S. Small Business Administration work effectively with private industry to retain and grow employment in the region."

The Region I office, headquartered in Boston, oversees SBA's district offices in Boston, MA; Montpelier, VT; Concord, N.H.; Providence, RI; Hartford, CT; and Augusta, ME.

Hulit has been a senior vice president for commercial lending at Citizens Bank since 2002. She also served as a vice president for Key Bank National Association for 10 years and as the deputy director of the Maine Department of Economic and Community Development for four years. In addition to being a vice president of Gendron Commercial Brokers and



SBA New England Regional Administrator Jeanne Hulit

a public affairs manager for Time Warner Cable, Hulit worked for both the Chamber of Commerce of the Greater Portland Region and the Chamber of Commerce of the United States.

Hulit is affiliated with several Maine organizations including the University of Southern Maine, U.S. Department of Commerce District Export Council, Maine International Trade Center, Maine Port Authority and Maine Democratic organizations. She graduated from the American University with a bachelors degree in international studies in 1980. Hulit is the proud mother of two children.

VERMONT BUSINESS AWARDS— A STATE-WIDE COMMUNITY EFFORT

“The Vermont District Office is now accepting nominations for 2010 Small Business Awards.”

Every year the U.S. Small Business Administration showcases and recognizes successful and inspiring small business owners and business champions.

The nomination process is simple. Nominators submit a one-page nomination letter, in any format, to the SBA Vermont District Office by October 31, 2009. Those who advance to the final selection stage will be asked to submit a more complete nomination packet. State winners are eligible to compete for national and regional honors.

An independent panel of judges selects award winners from every state, all of whom are honored by their local SBA.

In Vermont, each winner is recognized at a spring

gala event attended by SBA, the governor, state congressional staff, lenders, other members of the business community, and the media.

The Vermont District Office is now accepting nominations for 2010 Small Business Awards.

Award categories include:

- Small Business Person of the Year
- Small Business Exporter of the Year
- SBA Young Entrepreneur of the Year
- Entrepreneurial Success
- Jeffrey Butland Family Owned Small Business
- Vermont Micro-Enterprise
- Financial Services Champion

- Veteran Small Business Champion
- Home-Based Business Champion
- Women in Business Champion
- Minority Small Business Champion

Perhaps this is the year you'd like to nominate a deserving employee, colleague, business owner or friend for one of these awards.

A nomination form with condensed criteria is attached with this e-mail for your consideration.

Complete details may be found at <http://www.sba.gov/vt>.

Should you have any questions, please call the Vermont District Office at 802-828-4422.

“The free conference, presented by U.S. Senator Patrick Leahy, will offer workshops on subjects ranging from creating a resume to buying a used car, public speaking, stress reduction, business planning, and more.”

Women's Economic Opportunity Conference

There is still time to register for the 13th Annual Women's Economic Opportunity Conference, which takes place Saturday, October 17, 2009, 8:00 a.m. to 3:15 p.m., at Vermont Technical College in Randolph Center.

The free conference, presented by U.S. Senator Patrick Leahy, will offer

workshops on subjects ranging from creating a resume to buying a used car, public speaking, stress reduction, business planning, and more. The keynote speaker will be Lilly Ledbetter.

It's easy to register. Fax your name, organization, address, daytime phone and e-mail address to 1-

802-728-3026 or register online at www.vtsbdc.org or <http://leahy.senate.gov>.

The registration deadline is Monday, October 5, 2009.

See you there!



To promote and grow Vermont's green economy, the Vermont Environmental Consortium (www.vecgreenvalley.org) is joining forces with the 4th Greening Up Your Bottom Line Conference.

As an annual business event dedicated to providing businesses with cost-effective, practical resources to become more environmentally sustainable, the theme of this year's conference is "The Coming Carbon Market."

For more information, go to www.vbep.org.

BERTIL AGELL NEW DISTRICT DIRECTOR FOR VERMONT SCORE

SCORE, Counselors to America's Small Business, has announced the appointment of Bertil Agell as district director of its Vermont SCORE offices, effective October 1, 2009. Agell will be responsible for the overall planning, coordination and delivery of SCORE's counseling services to Vermont's entrepreneurs and small business owners.

Prior to his appointment, Agell was the principal and manager of businesses located in the U.S. Virgin Islands, Florida, New York and Vermont. He was the first executive director of the Central Vermont Economic Development Corp. and has served as

a SCORE counselor for many years.

"Volunteerism is being encouraged throughout the country," Agell said. "What better way could one choose than to help others succeed in business. As a district director, I see my role as insuring that we provide high-quality, meaningful advice to our clients, and that our services are readily available throughout the State. Small business development benefits the communities and is thus a great economic development tool."

A resource partner with the U.S. Small Business Administration, SCORE is a nonprofit association

dedicated to educating entrepreneurs and the formation, growth and success of small business nationwide. Both working and retired executives and business owners donate their time and expertise as business counselors.

Vermont SCORE is staffed by more than 60 volunteer counselors statewide.

To learn more, contact the Montpelier SCORE office at 802-828-4422, ext. 217 or email score-chapter275@aol.com.

In Burlington, contact 802-951-6762 or e-mail score284@comcast.net.

"What better way could one choose than to help others succeed in business."

SBA FY 2009

Vermont 7(a) Loan Volume by Bank

Oct. 1, 2008 — September 30, 2009

Bank of Bennington	12	\$ 2,166,000
Berkshire Bank	9	2,454,000
Borrego Springs Bank, N.A.	1	50,000
Brattleboro Savings & Loan	3	242,500
Chittenden Bank, Div. of Peoples United Bank	60	9,391,700
Citizens Bank	15	471,500
Community Bank	1	165,000
Community National Bank	34	5,195,700
Connecticut River Bank	9	1,246,400
Hampshire First Bank	2	34,000
KeyBank National	15	5,324,100
Lake Sunapee Bank	10	660,000
Ledyard National Bank	4	1,258,000
Live Oak Bank	2	1,885,000
Mascoma Savings Bank	3	2,800,000
Massachusetts Business Development	1	1,700,000
Merchants Bank	4	444,800
National Bank of Middlebury	15	1,773,300
North Country Federal Credit Union	1	75,000
Opportunities Credit Union	4	240,000
Passumpsic Saving Bank	35	1,791,000
Peoples Trust Co of St. Albans	9	349,900
Randolph National Bank	1	264,000
Superior Financial Group	2	30,000
TD Bank	12	5,489,800
UPS Capital Business Credit	1	432,000
Union Bank	28	4,159,100
Vermont State Employees Credit Union	2	50,000
Woodsville Savings Bank	7	373,300

TOTAL 302 \$50,476,600

SBA Spotlight is published quarterly by the Vermont District Office of the U.S. Small Business Administration, 87 State St., Room 205, Montpelier, Vermont 05601-0605. Your comments and questions may be faxed to us at (802) 828-4422 or e-mailed to the editor at: kathleen.herrington@sba.gov

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*Thanks to our lenders
for supporting the Vermont small business community!*